

Aviation Overview

Advanced Manufacturing Summit
June 20th 2013



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Our business units

Energy Management

5% / \$7.4 B



Oil & Gas

10% / \$15.2 B



Power & Water

19% / \$28.3 B



Healthcare

12% / \$18.3 B



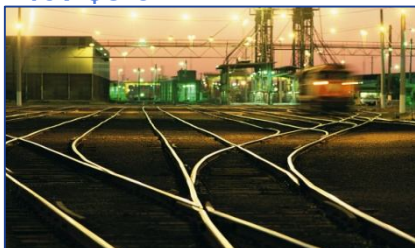
Aviation

14% / \$20.0 B



Transportation

4% / \$5.6 B



Capital

31% / \$46.0 B



Home & Business Solutions

5% / \$8.0 B



~\$147.4 Billion
Revenue in
2012

\$16.1 B Operating Earnings



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GE Aviation... 14% of GE Company (\$20B in Revenue)



Business &
General
Aviation /Other
2%

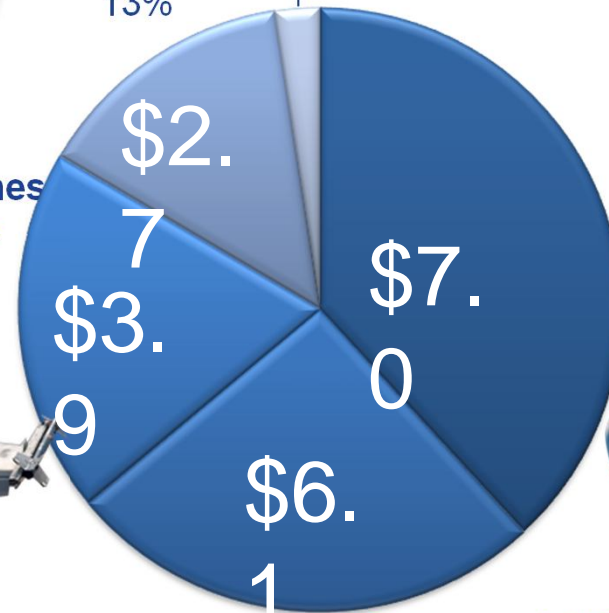
Systems
13%

\$0.3

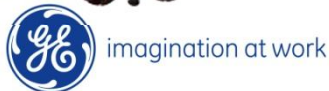
Military Engines
& Services
20%



Commercial
Engines Services
35%



Commercial Engines
30%

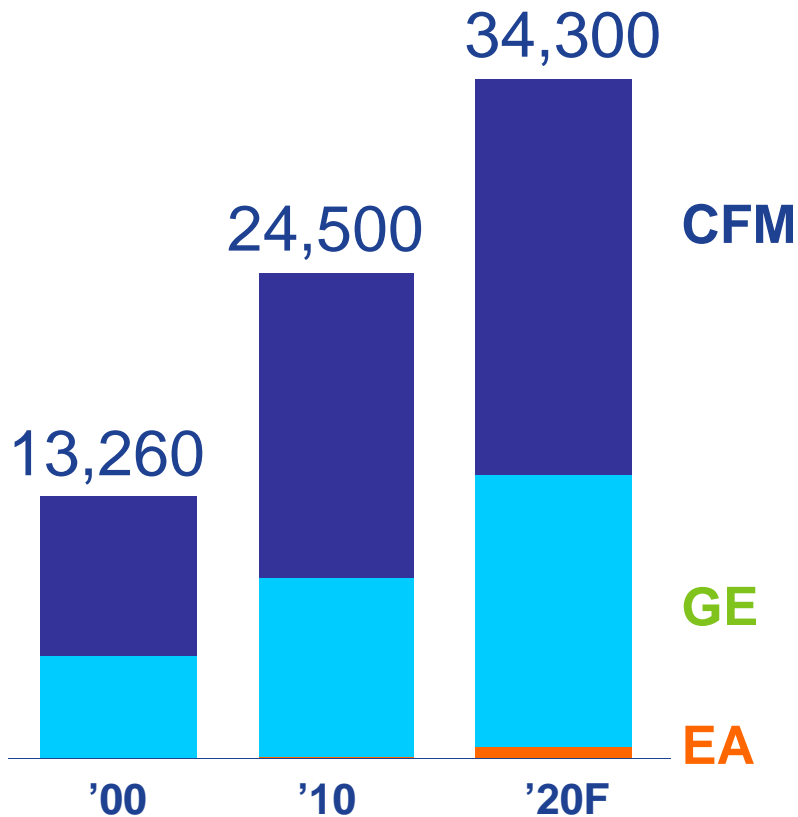


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GE Aviation today... commercial

Commercial installed base



CF34

Powering the world's regional fleet... 85M flight hours, 7,400 delivered



CFM56

Powering the world's single aisles... 590M flight hours, 22,000 delivered



CF6

Best selling wide-body engine ever... 362M flight hours, 7,000 delivered



GE90

Most successful large twin in history... 32M flight hours, 1,500 delivered



GENx

Fastest selling wide-body engine... 1,050 on order



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Source: Ascend, Company reports
* Includes GE's share of revenue from CFM and EA engines
CFM is a 50/50 JV between GE and Snecma
EA is a 50/50 JV between GE and Pratt & Whitney

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Securing the future with technology...

Platform investments



NG34



LEAP



Passport



GEnx



GE38



HF120



GE9X



Power
generation



Systems avionics

Preparing for
the **future** of
Aviation



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Supply Chain



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Supply Chain Division

Engines and Systems

35 engine component /repair shops
14 engine assembly, test and overhaul sites
25 systems manufacturing and service sites
4 joint ventures



Suppliers

11,000 domestic
2,500 global



Partners



70+ facilities

19 countries

26,000 employees



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GE Aviation Locations

North America

Canada

Bromont, Ontario
Orillia, Ontario (UEC)

Mexico

Queretaro (GEIQ: GE Infrastructure Queretaro)

U.S.A.

Asheville, NC (UEC)
Austin, TX
Baltimore, MD
Batesville, MS
Butte, MT (Montana Precision Products)
Cincinnati, OH
Charleston, SC (Venture Aero)
Clearwater, FL
Dallas, TX (Talis)
Dayton, OH
Durham, NC
Erlanger, KY
Evendale, OH
Germantown, MD
Grand Rapids, MI
Greenville, SC
Hooksett, NH
Irving, TX
Jacksonville, FL
Long Island, NY
Lynn, MA
Macon, GA
Madisonville, KY
Manchester, CT (UEC)
McAllen, TX
Miramar, FL (PTI)
Mukilteo, WA
Muskegon, MI
Newark, DE (CCP)
Norwich, NY
Peebles, OH
Pompano Beach, FL
Rockford, IL
Rutland, VT
San Marcos, TX (CFAN)
Santa Ana, CA
Sterling, VA
Strother, KS
Terre Haute, IN
Terre Haute, IN (UEC)
West Jefferson, NC
Whippany, NJ
Wilmington, NC
Vandalia, OH
Victorville, CA
Yakima, WA

Europe

France

Saint-Nazaire (FAMAT: Fabrications Mécaniques de l'Atlantique)
Toulouse

Germany

Regensburg

Hungary

Veresegyhaz

South America

Brazil

Petropolis

On-Wing SupportSM

London (LHR)
Warsaw, Poland (WAW)

Poland

Dzierzoniow (UEC)
Warsaw

Romania

Bucharest (UEC)

Czech Republic

Praha

Turkey

Eskisehir (TEI: Tusas Engine Industries)
Gebze (GEMTC: GE Marmara Technology Center)

United Kingdom

Arle Court
Burnley (UEC)
Cardiff, Wales
Cheltenham
Eastleigh
Gloucester
Hamble
Isle of Man
Newmarket
Prestwick, Scotland
Wolverhampton

Asia

Australia

Brisbane

China

Shanghai
Suzhou (UEC)
Suzhou (Systems)

India

Bangalore

Japan

Chiba

Malaysia

Kuala Lumpur
Kuala Lumpur (GEMTC)

On-Wing SupportSM

Seoul, Korea (ICN)

Singapore

GEASO
ATI Systems



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Facilities Overview

Lynn, MA



Mix: 70% Military/30% Commercial

Total Floor Space: 2,940,201 ft²

Total Mfg. Floor Space: 1,720,733 ft²

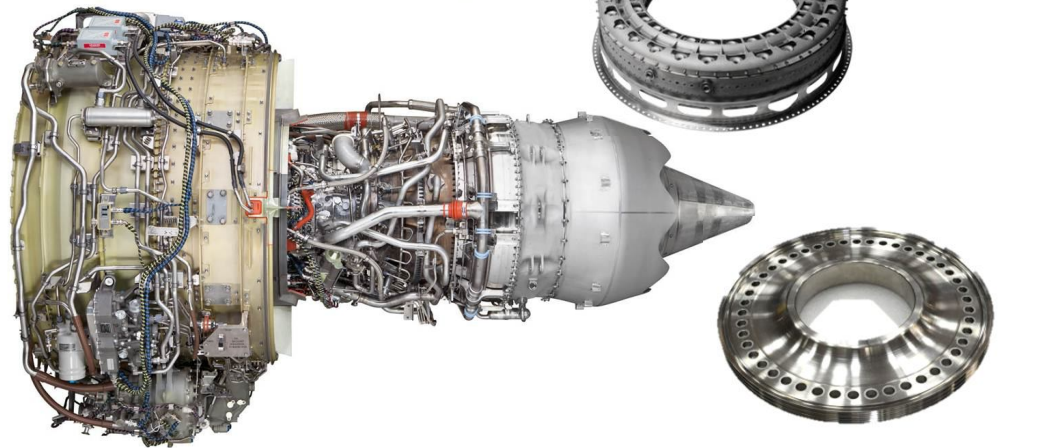
Lynn Statistics:

3000+ Employees

Structures, Rotating Parts and
Combustion Mfg Organization

Engine Assembly & Test Org.

Flight Support Organization



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GE Aviation Sourcing



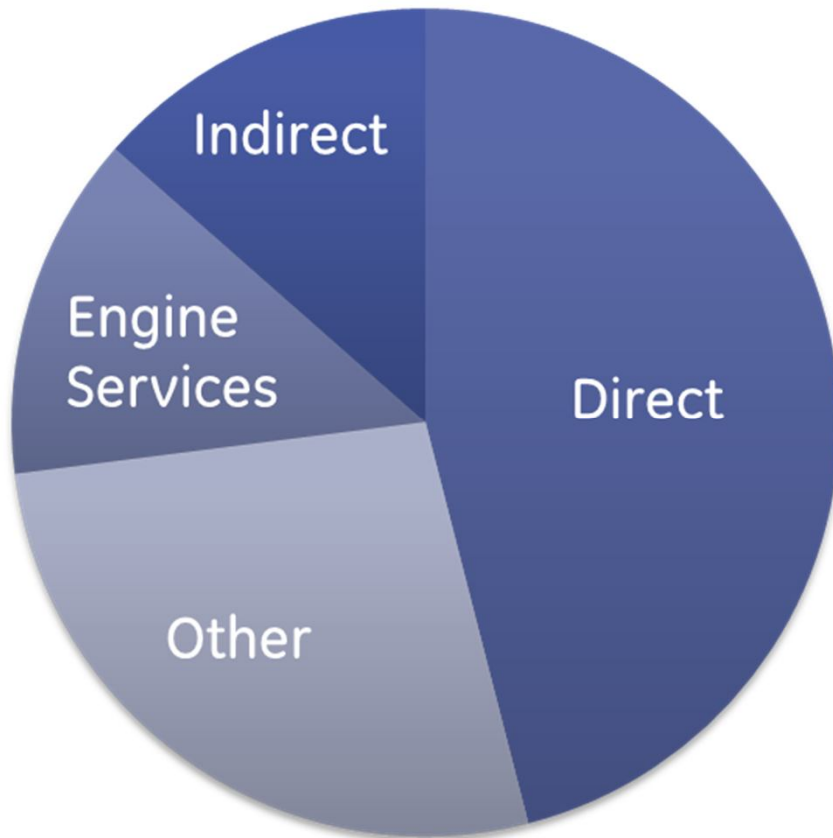
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GE Aviation Global Sourcing

Annual Buy ~\$10.0B



600+ Sourcing Employees

Direct Buy Commodities

Machining & Fabrications
Composites
Raw Materials
Controls and Installations
Electronics and Actuators
Special Processes
C-Parts



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GE Supplier Development Process

Search

Screen

Inquire

Certify

Purchase
Order

Mentor

Objectives:

Strategic Fit
Value

Long Term Relationship

Growth Potential

Mutual Investment

The Road to a Partnership Begins Here



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GE's Supplier Requisites

Offer **Capability** or **Service** that matches GE's strategic needs

Have a reputation of **Integrity** and **Compliance**

Meet stringent **Quality** requirements both in processes and products

Consistently **Deliver On-time** to support GE's customers

Be **Responsive** and **Communicative** at all levels

Be globally **Cost Competitive** and offer the best overall **Value**